307/990-2

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Subject Bibliography

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SMALL BUSINESS

Advertising, Packaging, and Labeling: Responsive Business Approaches to Consumer Needs 1984: 40 p. revised ed. — S/N 003-000-00632-8 — $2.25
C 1.2:Ad 9/2/984

Business America: The Magazine of International Trade *(Biweekly.) Designed to help American exporters penetrate overseas markets by providing them with timely information on opportunities for trade and methods of doing business in foreign countries. Subscription price: Domestic - $49.00 a year; Foreign - $61.25 a year. Single copy price: Domestic - $2.25 a copy; Foreign - $2.81 a copy. (CRTD) (File Code 2E)* — S/N 703-011-00000-4
C 61.18:

Businessperson's Guide to Federal Warranty Law *Provides citations to specific sections of the Magnuson-Moss Warranty Act, the rules of the Federal Trade Commission adopted under the Act, and the FTC's Warranty Advertising Guides. Also addresses some basic points of state law required to understand the requirements and prohibitions of the Magnuson-Moss Act.* 1987: 24 p.; ill. — S/N 018-000-00324-4 — $1.50
FT 1.8/2:W 25/2

Exporter's Guide to Federal Resources for Small Business *Describes the major Federal programs designed to assist small business owners in exporting their goods and services. Contains summaries of agency programs related to small business exporting.* 1988: 127 p. — S/N 045-000-00250-1 — $4.00
SBA 1.19:Ex 7/3/988

Firms in the 8(a) Business Development Program, June 1989 1989: 262 p. — S/N 045-000-00258-6 — $13.00
SBA 1.36:989

Franchise Opportunities Handbook, 1988 *This directory of equal opportunity franchisers includes brief summaries of terms, requirements, and conditions under which each franchise is available.* 1988: 303 p. — S/N 003-009-00528-1 — $16.00
C 61.31:988

Franchising in the Economy, 1986-1988 *Reports on the 17th annual survey of franchisors performed by the Department of Commerce. It is based on information from questionnaires filled out by 2,177 franchisors, which represents an estimated 99 percent of business format franchising sales and operations in the United States.* 1988: 102 p.; ill. — S/N 003-009-00525-6 — $4.75
C 61.31/2:986-88

Franchising in the United States Economy: Prospects and Problems 1990: 85 p. — S/N 052-070-06696-2 — $2.50

GSA Subcontracting Directory, Summer 1990 *Prepared especially for small businesses and small disadvantaged businesses seeking subcontracting opportunities with GSA prime contractors. The directory of contractors is arranged alphabetically for each of the 11 regions of the General Services Administration (GSA).* 1990: 37 p. — S/N 022-003-01167-6 — $2.00
GS 1.31:990

Guide to Defense Contract Finance Regulations for Small Business, Small Disadvantaged Business, Women-Owned Small Business *Provides useful information about DoD contracts. Includes sections on: preaward surveys; policies related to financing DoD contracts; and progress payments and invoice processing. Includes blank copies of related forms.* 1988: 37 p. — S/N 008-000-00503-6 — $2.00
D 1.6/2:Sm 1

Guide to Doing Business With the Department of State, September 1990 *Provides small, minority, and female-owned firms with information about the State Department's procurement program. Also includes: a list of user-office contacts; addresses of Federal offices of small and disadvantaged business utilization; a list of possible subcontracting opportunities; and a list of contacts for trade and investment related issues.* 1990: 47 p. revised ed. — S/N 044-000-02296-6 — $1.75
S 1.40/2:B 96/990-2

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Handbook of Small Business Data, 1988 *Presents detailed statistics on the small business economy. Data were gathered from the Bureau of Labor Statistics, the Internal Revenue Service, and from data files leased from Dun and Bradstreet.* 1988: 354 p.; ill.
SBA 1.19:D 26
S/N 045-000-00253-5 $10.00

SBA Legislation Handbook *Subscription service consists of a basic manual and changes for an indeterminate period. This handbook will transmit the SBA Investment Act, all amendments thereto, executive orders, and related provisions. Subscription price: Domestic - $35.00; Foreign - $43.75. (SBALH) (File Code 1L)*
S/N 945-001-00000-3

Selling to the Allies: A Guide for United States Firms *Provides assistance to United States companies that wish to do business with NATO and other allies with whom the United States has signed reciprocal procurement Memorandum of Understanding (MOU).* 1990: 136 p.
D 1.6/2:Se 4/2
S/N 008-000-00557-5 $7.50

Simplified Employee Pensions: What Small Businesses Need to Know *Presents employers with an easy way of providing retirement income for themselves and their employees.* 1988: 12 p.
L 1.2:Em 7/21
S/N 045-000-00256-0 $1.00

Small Business Management Series:

Credit and Collections for Small Stores 1980: 73 p.; ill.
SBA 1.12:43
S/N 045-000-00169-5 $5.00

Financial Management: How to Make a Go of Your Business 1986: 79 p. 1988-repr.
SBA 1.12:44
S/N 045-000-00233-1 $2.50

Financial Recordkeeping for Small Stores 1985: 139 p.
SBA 1.12:32/985
S/N 045-000-00239-0 $4.00

Training Salesmen to Serve Industrial Markets 1978: 85 p.; ill.
SBA 1.12:36
S/N 045-000-00133-4 $2.50

Small Business in the American Economy *Focuses on the economic trends facing small business in the next 15 years and takes a special look at issues in manufacturing, small business worker training, and the participation of women and minorities in business ownership.* 1988: 230 p.; ill.
SBA 1.2:Am 3/2
S/N 045-000-00252-7 $6.50

Small Business Specialists: To Assist Small Business, Small Disadvantaged Business, Women-Owned Small Business, and Labor Surplus Area Business Firms *Lists alphabetically the locations of Army, Navy, Air Force, Defense Logistics Agency, and other DoD procurement and contract administration offices, together with the names of the small business specialists, by State and city.* 1988: 76 p.
D 1.2:Sm 1/3/988
S/N 008-000-00511-7 $3.75

Small Business Subcontracting Directory *Intended for small and disadvantaged businesses seeking subcontracting opportunities with Department of Defense (DoD) prime contractors. Arranged alphabetically by State.* 1990: 221 p.
D 1.2:B 96/2/990
S/N 008-040-00198-9 $11.00

Starting and Managing a Business From Your Home 1986: 54 p.
SBA 1.15:102
S/N 045-000-00232-2 $1.75

State of Small Business: A Report of the President Transmitted to the Congress, 1989, Together With the Annual Report on Small Business and Competition of the United States Small Business Administration 1989: 216 p.; ill.
SBA 1.1/2:989
S/N 045-000-00255-1 $6.00

States and Small Business: A Directory of Programs and Activities, 1989 Edition *Lists, for all 50 States, the District of Columbia, Puerto Rico, and the Virgin Islands: small business offices, programs, and activities; governor's advisory council or task force; legislative committees and subcommittees; legislation; and small business conferences. Appendix A contains a complete listing, by town or city, of all small business development centers and subcenters. Appendix B presents a brief report on the status of the regulatory flexibility acts that exist in 24 States. Appendix C gives names, addresses, and phone numbers of SBA's ten regional advocates. A glossary of business development terms appears at the end of the book.* 1989: 419 p.
SBA 1.34:989
S/N 045-000-00257-8 $12.00

United States Government Purchasing and Sales Directory *A valuable aid for the small business that wants to sell to or buy from the Federal Government. It includes information on how the Small Business Administration can help a business obtain Government prime contracts and subcontracts, data on Government sales of surplus property, and comprehensive descriptions of the scope of the Government market for research and development.* 1984: 199 p.
SBA 1.13/3:984
S/N 045-000-00226-6 $5.50

Women and Business Ownership: An Annotated Bibliography *Describes recent writings and information which may be of the greatest interest to researchers and to policy and program developers. Lists and annotates formal research documents, unpublished dissertations and theses, charts and tables, unpublished government reports, government hearing records, legal case books, selected articles and books from the popular press, and popular guides to small business management for women.* 1986: 180 p.
C 1.54:W 84/corr. **S/N 003-000-00646-8** **$9.00**

Women Business Owners: Selling to the Federal Government 1990:
SBA 1.2:W 84/4/990 **S/N 045-000-00259-4** **$3.25**

Working Together: A Guide to Federal and State Resources for Rural Economic Development *Lists and explains both Federal and State programs.* 1988: 213 p.
SBA 1.19:W 89/2 **S/N 045-000-00254-3** **$8.50**

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